

Message Text

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INFO OCT-01 AF-06 ISO-00 EB-07 AID-05 XMB-02 OPIC-03

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FM SECSTATE WASHDC

TO AMEMBASSY YAOUNDE PRIORITY

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E.O. 11652: N/A

TAGS: BENC, C'

SUBJECT: MAJOR PROJECT: NATIONAL HOMES

REF: (A) YAOUNDE 0278; (0) STATE 021372

1. MAJOR PROJECTS DIVISION TALKED WITH MR. PRICE, VICE CHAIRMAN OF NATIONAL HOMES OF LAFAYETTE, INDIANA. MR. PRICE VERIFIED THAT CLYDE BRIGGS IS THE OVERSEAS PARTNER OF TWO OTHER INDIVIDUALS WHO APPROACHED NATIONAL HOMES LAST SUMMER WITH THE HOUSING OPPORTUNITY DISCUSSED IN REFTEL (A). MR. PRICE CHECKED TO HIS OWN SATISFACTION THE BONA FIDES OF THE GENTLEMEN (DAVID M. HANSON AND JIM MILLER) WHO MADE THIS CONTACT AND IS LOOKING FORWARD TO CONTINUING THEIR BUSINESS RELATIONSHIP.

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2. FYI. MAJOR PROJECTS CHECKED ITS OWN SOURCES ON

NATIONAL HOMES AND FOUND IT TO BE A WELL KNOWN FIRM AND A PIONEER IN THE MODULAR HOUSING FIELD. IT HAS BEEN IN EXISTENCE SINCE SHORTLY AFTER WWII. ITS VERSION OF MODULAR HOUSING HAD SOME DIFFICULTY IN THE U.S. MARKET BECAUSE OF LABOR UNIONS WHICH WERE ANNOYED THAT THE HOMES CAME ALREADY FURNISHED WITH PLUMBING, ELECTRICITY, ETC. APPARENTLY FOR THIS REASON THEY HAVE NOT PURSUED MODULAR HOUSING DOMESTICALLY BUT THIS SHOULD NOT POSE A PROBLEM OVERSEAS.

NATIONAL HOMES APPEARS REPUTABLE. WE HAVE ASKED MR. PRICE TO SEND US SOME LITERATURE WHICH WE WILL AIR POUCH TO POST IMMEDIATELY BUT BELIEVE YOU CAN REASSURE SEC GEN MIN ARMED FORCES. END FYI. INGERSOLL

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